Seat	
No.	

M.Phil / Ph.D. Entrance (Faculty of Commerce & Management) Examination, September - 2019 BUSINESS MANAGEMENT Commerce & Management Research Methodology + M. Com. Based Subject Matter + M.B.A. Based Subject Matter

Day and Date : Wednesday, 18 - 09 - 2019 Time : 10.00 a.m. to 12.00 p.m. **Total Marks : 100**

- **Instructions :** 1) All questions are compulsory.
 - 2) Each question carries 2 marks.
 - 3) The correct answer should be marked in the given OMR answer sheet by darkening the appropriate circle.
 - 4) Use black pen only for marking the circle. Do not make any stray mark on the Answer sheet
 - 5) To mark the correct answers follow the instructions given on OMR sheet.
 - 6) Rough work should be done on the sheet provided at the end of question paper.
 - 7) OMR answer sheet should be handed over to supervisor after your exam.
 - 8) Only non-programmable calculators are allowed.
 - 9) All candidates should solve the section I (25 questions for 50 marks)
 - 10) The candidates should solve the Section-II (25 questions for 50 marks) according to their P. G. degree on which basis they have applied for this admission process. (For e.g. who has applied on the basis of M. Com. degree should solve Section-II M. Com. based Subject Matter and who has applied on the basis of M. B. A. degree should solve Section-II M. B. A. based Subject Matter)

SECTION - I

<u> PART - A</u>

<u>Research Methodology</u>

(All candidates should solve this part)

Choose the appropriate alternative as an answer :

- 1) Data collected on Likert Type Scale is _____
 - a) Nominal Scale Data b) Interval Scale Data
 - c) Ordinal Scale Data d) None of above
- 2) The greater the stress experienced in the job the lower the job-satisfaction is a ______ type of hypothesis.
 - a) Relational hypothesis
- b) Descriptive hypothesis
- c) Exploratory hypothesis d) Statistical hypothesis

3) In preparing for the research design, the researcher should consider _____

- a) Objectives of the research study
- b) Methods used for data collection
- c) Data Analysis
- d) All the above
- 4) When selecting a sample for the "sample design", the sample represent ______
 - a) the whole possible set
 - b) a segment of the whole selected at random.
 - c) a segment of the whole
 - d) none of above
- 5) The quantitative data analysis are most suitable for _____
 - a) large well-designed & managed surveys
 - b) theme accurately represent sample
 - c) preforming content analysis
 - d) none of the above

- 6) When considering a research problem, it is extremely important to select a topic that
 - a) you can manage within the time you have.
 - b) you can manage within the resources you have.
 - c) you can narrow down to something manageable and specific.
 - d) you can narrow down to something clear.
- 7) Descriptive research studies is a category of research that aims to _____
 - a) achieve new insights of a concept.
 - b) analyze characteristics of something.
 - c) determine the frequency with which something occurs.
 - d) test the relationship between variables.
- 8) _____ is qualitative research.
 - a) A research strategy which has its emphasis on words rather than numbers in the process of data collection and analysis
 - b) A research strategy that places its focus on numbers in the process of data collection and analysis.
 - c) A research design which allows researchers to generalise the findings to diverse groups.
 - d) A research design which requires the use of a large number of people
- **9**) Which scientific method focuses on testing hypotheses developed from theories?
 - a) Deductive method b) Inductive method
 - c) Hypothesis method d) Pattern method
- **10**) _____ is an example of random sampling techniques?
 - a) Taking the name of every person in a telephone book
 - b) Generating a list of numbers by picking numbers out of a hat and matching these numbers to names in the telephone book
 - c) Taking every tenth or twentieth name from a list of everybody in the telephone book
 - d) none of above

- **11**) ______ is the opposite of a variable.
 - a) a constant b) an extraneous variable
 - c) a dependent variable d) a data set
- 12) _____ is not one of major methods of data collection.
 - a) Observation b) Interviews
 - c) Questionnaires d) Checklists
- **13**) A positive correlation is present when _____
 - a) two variables move in opposite directions.
 - b) two variables move in the same direction.
 - c) one variable goes up and one goes down
 - d) several variables never change.
- 14) A review of the literature prior to formulating research questions allows the researcher to do ______
 - a) To become familiar with prior research on the phenomenon of interest
 - b) To identify potential methodological problems in the research area
 - c) To develop a list of pertinent problems relative to the phenomenon of interest
 - d) All of the above
- **15**) When each member of a population has an equally likely chance of being selected, this is called ______
 - a) A non-random sampling method
 - b) A quota sample
 - c) A snowball sample
 - d) An Equal probability selection method
- **16**) Case study research use _____ Data for analysis
 - a) Qualitative
 - b) Quantitative
 - c) Both qualitative and quantitative
 - d) Primary data

Historical research

Smallest experimental error

Applied research

Exploratory research

Particular topic

Subject of investigation

a)

c)

a)

c)

- **19**) Coding of data is done _____
 - a) Only after collection of data
 - b) Only before collection of data
 - c) Before or after collection of data
 - d) During collection of data
- **20**) The feature of good research design consists _____
 - a) Reliability of data
 - c) Economical d) All above
- 21) Sample design constitutes _____
 - a) Determining the sample size
 - b) Determining the method of sampling
 - c) Determining the universe of study
 - d) All the above
- 22) _____ is the technique which is generally followed when the population is finite.
 - a) Systematic Sampling Technique
 - b) Purposive Sampling Technique
 - c) Area Sampling Technique
 - d) None of these

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- b) Area of investigationd) All above
- d) All above

d)

b)

17) Research is the process of systematic and in depth study of _____

- **18**) A research that ends with the formulation of hypothesis is called ______
 - b) Descriptive research

- 23) ______ is statistical device which helps in analysing the co variation of two or more variables.
 - a) Regression b) Standard Deviation
 - c) Correlation d) None of these

24) Chi- Square test is used to _____

- a) Test the discrepancies between observed and expected frequencies
- b) Test the goodness of fit
- c) Determine association between two or more attributes
- d) Any of the Above
- 25) The degree to which numerical data tend to spread about an average value is called ______
 - a) Variation b) Dispersion
 - c) Both'a'and b d) None of the Above

SECTION - II

PART - B

M. Com. Based Subject Matter

(The candidates who have applied on the basis of M. Com. degree, they should solve this part)

Choose the appropriate answer :

- **26**) _______ is the singleness of purpose that makes possible the creation of one plan of action to guide managers in resource allocations.
 - a) Unity of direction b) Unity of command
 - c) Unity of authority d) Unity of resources

- 27) ______ is known as father of scientific management.
 - a) Henry Fayol b) Mary Parker Follet
 - c) Oliver Sheldon d) F. W. Taylor

28) ______ is the function that determines in advance what should be done.

- a) Organizing b) Staffing
- c) Directing d) Planning

29) ______ is the requirement of answerability for one's performance

- a) Accountability b) Authority
- c) Responsibility d) Decision making

30) ______ is the unique and relatively stable pattern of behaviour, thoughts and emotions shown by an individual and which make him or her different from others.

a)	Personality	b)	Perception
c)	Attitude	d)	Values

31) _____ leadership is a style that elevates the goal of subordinates and enhances their self confidence to strive for higher goals.

- a) Situational b) Autocratic
- c) Transformational d) Charismatic
- **32**) Idle time variance _____
 - a) Is always adverse b) Is always favorable
 - c) Is mostly adverse d) Is mostly favourable

- **33**) Variance is a difference between _____
 - a) Budgeted and actual level of activity
 - b) Standard and actual level of activity
 - c) Actual and fixed level of activity
 - d) Both a and b
- **34)** If selling price is Rs. 10 per unit, variable cost is 50% of selling price and fixed cost is Rs. 2,00,000, find out BEP in units.
 - a) 40,000 b) 60,000
 - c) 25,000 d) 4,00,000

35) ______ is not paid from the working capital.

- a) Payment of wages
- b) Payment to creditors
- c) Redemptions of debentures
- d) Purchase of raw material
- **36**) ______ is not a source of funds.
 - a) Purchase of machinery
 - b) Profit earned during the year
 - c) Issue of share capital
 - d) Long term loan raised

37) The basic purpose of fund flow statement is to indicate _____

- a) Financial position
- b) Increase/ decrease in assets
- c) Increase/ decrease in liabilities
- d) Changes in working capital

- **38)** An agreement among firms in a market about quantities to produce or price to change is called ______
 - a) Collusion b) Cartel
 - c) Monopolies d) Oligopoly
- **39)** A curve on which the various combinations of labour and capital show the same output, is called as _____
 - a) Cost curve b) Capital curve
 - c) Factor curve d) Isoquant/ Isoproduct
- **40**) A market structure characterized by having only one buyer of a product or service is known as _____
 - a) Monopsony b) Monopoly
 - c) Negligence d) Oligopoly
- **41**) Overcapitalization results into _____
 - a) Decrease in rate of return
 - b) Increase in rate of return
 - c) Increase in profit
 - d) Increase in revenue
- **42**) Working capital gets affected by _____
 - a) Nature of business
 - c) Credit policy d) All of the above

b) Size of business

- 43) NSDL and CDSL are _____
 - a) Credit rating agencies
 - b) Mutual fund houses
 - c) Depositories
 - d) Subsidiaries of SEBI

44)	A measure of the relative responsiveness of the quantity demanded of a product			
	to changes in income is known as			
	a)	Income elasticity of demand		
	b)	Income elasticity of price		
	c)	Cost of profit		
	d)	(Income \times Income) / 100		
45)	Anr	nual cash dividends divided by annu	al ear	rning is called
10)	a)	Earning per share	b)	-
	c)	Dividend payout ratio	d)	1
	0)	Dividenci payour rano	u)	The Luming rule
46)		is not an element of worki	ng ca	apital.
	a)	Cash	b)	Inventory
	c)	Receivables	d)	Creditors
47)	In f	inance, capitalization means the sur	n of a	a company's
	a)	equity and debt	b)	total assets
	c)	current assets	d)	all borrowed capital
48)	Wh	ich theory assumes that people are n	atura	ally lazy and will avoid work and
	resp	ponsibilities if possible?		
	a)	Theory X	b)	Theory Y
	c)	Theory Z	d)	None of the above
40)	01'		٨	
49)		gopoly is a type of market.		
	a)	Perfect, few firms		Imperfect, few firms
	c)	Perfect, many firms	d)	Imperfect, many firms
50)		said "Managamant is a multipla.	111000	see organ that managas a husiness
30)		said "Management is a multiple p pages a manager and manages worke	-	
	manages a manager and manages workers and work.			

- a) Harold Koontz b) Kenneth O'Donell
- c) Peter Drucker d) Henry Fayol

SECTION - II

<u>PART - C</u>

M. B. A. Based Subject Matter

(The candidates who have applied on the basis of M.B.A. degree, they should solve this part)

Choose the appropriate alternative :

26) Which correlation is the strongest?

a) +.10))	- 95
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- c) +.90 d) 1.00
- 27) Let's suppose we are predicting score on a training posttest from number of years of education and the score on an aptitude test given before training. Here is the regression equation $Y = 25 + .5X_1 + 10X_2$, where $X_1 =$ years of education and $X_2 =$ aptitude test score. What is the predicted score for someone with 10 years of education and a aptitude test score of 5?

a)	25	b)	50
c)	35	d)	80

- **28)** All statistical methods which analyze two variables in a sample of observation are called
 - a) Causal analysis b) Inferential analysis
 - c) Multivariate analysis d) Bivariate Analysis

29) ______ is the India's "first supercomputer.

- a) param 8000 b) compaq presario
- c) *super 301* d) *none of these*

30) Which of the following domains is used for - profit businesses?

a) .net	b)	.com
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c) .org d) none of these

- **31**) The first web browser is _____
 - a) Internet Explorer b) World Wide Web
 - c) Firefox d) None of these

32) Choose the analysis that will compute means & standard deviations for all variables

- a) Reports b) Descriptive statistics
- c) Frequencies d) Compare means

33) _____ is the most effective approach for accomplishing the results in the organization.

- a) Reward system b) Management by objectives
- c) Mentor system d) Management by exception

34) ______ is known as father of principles of Management.

- a) F.W.Taylor b) Henry Fayol
- c) Peter Drucker d) Charles Babbage

35) The unofficial and social pattern of human interactions is observed in

- a) Formal organization b) Informal organization
- c) Product organization d) None of these

36) The ______ occurs when one aspect of the subordinate's performance affects therater's evaluation of other performance dimensions.

- a) Horn effect b) Halo error
- c) Leniency d) Central Tendency

- 37) _____ is the ratio of output to input, is a measure of an organization's effectiveness.
 - a) Human Resource Approach
 - b) Contingency Approach
 - c) Systems Approach
 - d) Productivity Approach
- **38**) ______ is not the component of Attitude.
 - a) Affective b) Cognitive
 - c) Behavioural d) Halo effect
- **39**) ______ encompasses certain things about the person that are known to others but not to self.
 - a) Open area b) Hidden self
 - c) Blind area d) Undisclosed self

40) Fabian Entrepreneurs are characterized by _____

- a) Hard working b) Religious
- c) Shy and lazy d) Ready to take risk

41) Status Withdrawal Theory is given by _____

- a) McClelland b) E. Hagen
- c) Peter Kilby d) William Baumol

- **42**) Idle time variance _____
 - b) a) Is always adverse Is always favorable
 - c) Is mostly adverse d) Is mostly faourable
- 43) Which of the following statement is true?
 - Budget is different from forecast a)
 - Budget may be classified according to type of activity, nature of activity, b) flexibility of business cycle
 - c) There are different steps in setting a budget system in a firm
 - All of the above d)
- 44) From the following details, calculate profit volume ratio.

Year 2017- Sales Rs. 4,00,000, Total cost Rs. 3,00,000

Year 2018- Sales Rs. 5,00,000, Total cost Rs. 3,80,000

- a) 16% b) 20%
- c) 25% d) 40%

45) The input cost that requires an outlay of money by the organization is called as_____

- a) Implicit cost b) Explicit cost
- c) Replacement cost d) Marginal cost

46) The property whereby long run average total cost falls as the quantity of output increases is known as _____

- Economies of scale b) Diseconomies of scales a)
- Constant return to scale d) Efficient scale c)

- **47**) Consumers' surplus is defined as the excess of the price a consumer is willing to pay for a product over the price he is charged for the _____
 - a) Serviceb) Productc) Labourd) Firm
- **48**) Portrait and Landscape are _____
 - a) page orientation b) paper size
 - c) page layout d) all of above
- **49**) If a firm is practicing ______ the firm is training and effectively motivating its customer-contact employees and all of the supporting service people to work as a team to provide customer satisfaction.
 - a) double-up marketing b) interactive marketing
 - c) service marketing d) internal marketing
- **50)** A cluster of complementary goods and services across diverse set of industries is called as_____
 - a) Market place b) Meta market
 - c) Market space

d) Resource Market



Rough Work